

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 FEAE-00 ERDA-07 AID-05 CEA-01
CIAE-00 CIEP-02 DODE-00 FPC-01 H-02 INR-07 INT-05
L-03 NSAE-00 NSC-05 OMB-01 PM-04 USIA-15 OES-06 SP-02
SS-15 STR-04 TRSE-00 ACDA-10 /115 W
-----051633Z 080675 /46

P R 051546Z JAN 77
FM AMEMBASSY WARSAW
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 5858
AMCONSUL ZAGREB

UNCLAS WARSAW 0080

COMMERCE PASS BEWT/OEWD/TPD

E.O. 11652: N/A
TAGS: BEXP PL
SUBJ: PROPOSED TSS - OFFSHORE PETROLEUM EXPLORATION, DRILLING,
AND EXTRACTION

REFS: (A) WARSAW 5542, (B) USDOC 13855, (C) ZAGREB 1052

1. TDC DIRECTOR HERTZBERG MET RECENTLY WITH PETROBALTIC OFFICIALS IN GDANSK TO DISCUSS POTENTIAL PURCHASES OF AMERICAN-MADE OFFSHORE DRILLING RIGS AND EQUIPMENT. ZBIGNIEW LORENZ (POLISH), PETROBALTIC'S DIRECTOR AND GENERAL MANAGER; DR. OLEG KORSAKOV (SOVIET), CHIEF GEOLOGIST; DR. BRUNO WALTER (EAST GERMAN), CHIEF GEOPHYSICIST; JULIAN JURKOWSKI (POLISH), ADMINISTRATOR; AND ZBIGNIEW TUCKOWSKI (POLISH), ENGINEER, PARTICIPATED IN THE MEETING.

2. LORENZ SAID THAT DISCUSSIONS ARE BEING HELD WITH ITALIAN, BRITISH, NORWEGIAN, YUGOSLAV, AND AMERICAN FIRMS. IT WAS HIS OPINION, HOWEVER, THAT THE BEST TECHNOLOGY OF OFFSHORE DRILLING IS OF U.S. ORIGIN, AND CONSEQUENTLY, PETROBALTIC IS INTERESTED IN UNCLASSIFIED

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CLOSER AND MORE FREQUENT CONTACTS WITH AMERICAN FIRMS. A VERY LARGE BUDGET HAS BEEN AUTHORIZED FOR PURCHASES TO BEGIN IN EARLY 1978, ACCORDING TO LORENZ, WHO ALSO SAID THAT PETROBALTIC'S BUYERS WILL BE CONDUCTED THROUGH THE POLISH FTO CENTROMOR.

3. ALTHOUGH IN CONTACT WITH NUMEROUS SUPPLY SOURCES OF OFFSHORE DRILLING EQUIPMENT, PETROBALTIC IS SEEKING ONE FIRM WHICH WILL

UNDERTAKE THE RESPONSIBILITY OF PUTTING TOGETHER A "COMPLETE COMPREHENSIVE PACKAGE" TO ENCOMPASS A WIDE SPECTRUM OF ALL NEEDED EQUIPMENT, SERVICES, CONSULTATIONS AND TRAINING. LORENZ SAID THAT HE IS SOMEWHAT DISCOURAGED BY THE SLOW RESPONSE OF U.S. FIRMS.

4. ACCORDING TO JURKOWSKI, THE FOLLOWING U.S. COMPANIES WERE CONTACTED BY PETROBALTIC: THE OFFSHORE COMPANY (REPLIED THROUGH THE NORWEGIAN FIRM FERNLEY); ZAPATA OFFSHORE (REPLIED); BETH-LEHEM STEEL (NO RESPONSE); LIVINGSTON OFFSHORE (REPLIED); OCEAN DRILLING (NO RESPONSE); DIAMOND DRILL (REPLIED THROUGH FERNLEY); SEAWAYS INTERNATIONAL (NO RESPONSE); ATWOOD OCEANICS (REPLIED THROUGH FERNLEY); READING & BATES; SANTA FE; PENROD; KEY DRILLING; AND BAKER TRADING.

5. LORENZ EXPRESSED A VERY STRONG INTEREST IN A TECHNICAL SALES SEMINAR TO BE HELD IN APRIL 1977. HE WELCOMED THE IDEA OF SEVEN OR EIGHT U.S. PARTICIPATING MANUFACTURERS OF OFFSHORE DRILLING AND ASSOCIATED EQUIPMENT, AND HE AGREED TO CO-SPONSOR SUCH AN IMPORTANT EVENT. HE IS ALSO INTERESTED IN VIEWING SOME FILMS ON THE SUBJECTS OF OFFSHORE GEOPHYSICAL EXPLORATIONS, JACK-UP RIGS, DRILLING TECHNIQUES, AND OFFSHORE PRODUCTION TERMINALS.

6. ACTION REQUESTED: PLEASE ADVISE ASAP AS TO THE POSSIBILITY OF OEWTB/TDAD'S ASSISTANCE IN (A) RECRUITING AN OFFSHORE TECHNOLOGY TSS FOR APRIL 1977, AND (B) OBTAINING, ON A LOAN BASIS, SEVERAL FILMS AS DESCRIBED IN PARAGRAPH 5 FOR VIEWING IN GDANSK AND WARSAW DURING THE FEBRUARY 7-21, 1977, PERIOD.

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Message Attributes

Automatic Decaptioning: X
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Channel Indicators: n/a
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Executive Order: N/A
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TAGS: BEXP, PL
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